



# ILLINOIS INTERNATIONAL BUSINESS CALENDAR

October 1, 2004

The **Illinois International Business Calendar** is a collaborative effort among the International Trade Association of Greater Chicago (ITA/GC), the Illinois Trade Office (ITO) of the Illinois Department of Commerce and Economic Opportunity (DCEO), and the Illinois District Export Council (IDEC), on behalf of the U.S. Export Assistance Center/Chicago (USEAC).

**Inclusion Policy:** As a public service to the international business community and subject to space availability, we publish a listing of **international business events** for which we receive **written** notification, preferably by e-mail ([info@itagc.org](mailto:info@itagc.org)) or fax (773/725-2294). Any organization may submit events that would be of interest to, **and are open to** the Illinois international business community. There is no charge. All calendar listings are subject to the editor's discretion. Inclusion of an event does not imply endorsement by any of the sponsoring organizations.

**New events, and events with additional/revised information, are indicated in Green.**

- Oct. 5 ***IMPORTANCE OF EXPORTS: BORDERS AREN'T BURDENS.*** Program sponsored by the Naperville Area Chamber of Commerce International Business Council. Presentation by **Julie Carducci**, International Trade Specialist, Chicago U.S. Export Assistance Center. 5:00 – 6:30 p.m., Raffi's Mediterranean Restaurant, Fifth Avenue Station, 200 East 5th Avenue, Suite 127, Naperville, IL. No charge; cash bar. For information and registration, please call 630/355-4141 x1338 or e-mail: [Chamber@naperville.net](mailto:Chamber@naperville.net).
- Oct. 7 ***INTERNATIONAL BUSINESS PROFESSIONALS MEETING.*** Networking meeting, sponsored by the Executive Network Group, for international business professionals seeking employment. 11:00 a.m. – 1:00 p.m., First Presbyterian Church, 1427 Chicago Avenue, Evanston, IL. ENG Members - \$5; Non-members - \$20. For information and registration, please call Mark Wineberg at 847/818-1076 or e-mail: [mwineberg1@yahoo.com](mailto:mwineberg1@yahoo.com).
- Oct. 7 ***INTERNATIONAL EXECUTIVE NETWORKING.*** Event sponsored by the French-American Chamber of Commerce, Chicago Sister Cities International Program, and others. Presentation by **Dr. Christine Schultze**, Executive Director, Concordia Language Villages. 6:00 – 8:00 p.m., Gallery 37, 66 East Randolph, 5th Floor, Chicago. Fee: \$25 in advance; \$30 at the door. For information and registration, please call Emily Dike at 312/578-0444 x2.
- Oct. 8 ***CELEBRATION OF THE NATIONAL DAY OF THE PEOPLE'S REPUBLIC OF CHINA AND THE ARRIVAL OF THE DEPUTY CONSUL GENERAL OF THE PRC IN CHICAGO.*** Dinner reception sponsored by the United States of America-China Chamber of Commerce. Presentation by **Tang Ying**, Deputy Consul General of the PRC in Chicago. 5:30 – 9:00 p.m., House of Fortune Restaurant, 2407 South Wentworth Avenue, Chicago. USA-CCC Members - \$40; Non-members - \$55. For information and registration, please call 312/368-9911 or e-mail: [info@usccc.org](mailto:info@usccc.org).

- Oct. 11 ***RENEWABLE ENERGY – MADE IN GERMANY.*** The German American Chamber of Commerce of the Midwest, in cooperation with the German Energy Agency and the German Federal Ministry of Economics and Labor, will present a seminar about the solar and wind power markets in Germany and the opportunities for partnerships in renewable energy projects in the Midwest. 401 North Michigan Avenue, Concourse Level, Conference Room A. No charge; advance registration required. For information and registration, please call H. Jürgen Hess at 312/494-2169 or e-mail: [hess@gaccomm.org](mailto:hess@gaccomm.org).
- Oct. 12 ***HS CLASSIFICATION & THE IMPORTANCE TO TRADE AND TRADE AGREEMENTS.*** Seminar sponsored by the International Trade Center at NORBIC. Presentation by **Paul Coulombe**, customs presenter. 8:00 a.m. – 4:00 p.m., Wright College, 4300 North Narragansett, Room S247, Chicago. NORBIC Members - \$50; Non-members - \$65. For information and registration, please call Kirsten at 773/5949292 x221.
- Oct. 12 ***TRANSATLANTIC ECONOMIC RELATIONS: HOW TO FURTHER U.S.-EU ECONOMIC INTEGRATION.*** Luncheon program sponsored by the Chicago Council on Foreign Relations in collaboration with the United States Government and the European Commission Transatlantic Economic Stakeholder Dialogue. Presentations by **The Honorable Grant Aldonas**, Under Secretary for International Trade, U.S. Department of Commerce, and **The Honorable Kenneth Dam**, Member of the European Shadow Financial Regulatory Group; formerly, Deputy Secretary of the Treasury and Deputy Secretary of State. 11:30 a.m. – 2:00 p.m., The Chicago Club, 81 East Van Buren Street. CCFR Members - \$50; Non-members - \$60. Advance registration required by 12:00 p.m., Oct. 8. For information and registration, call 312/821-7529 or visit: [www.ccfrr.org](http://www.ccfrr.org).
- Oct. 13 ***CREATING AND MANAGING INTERNATIONAL ALLIANCE RELATIONSHIPS.*** Program sponsored by the International Business Center at DePaul University, Rolling Meadows Campus. Presentations by **Robin F. Mugford**, International Trade Specialist, U.S. Export Assistance Center Libertyville, and **Blaise J. Arena**, Technical Leader, Innovations Group, UOP. 8:00 – 10:00 a.m., DePaul University, 2550 West Golf Road, 2nd Floor, Rolling Meadows, IL. Fee: \$25. For information and registration, please call Anne Clarke at 847/437-9522 or visit: [www.internationalbusinesscenter.info](http://www.internationalbusinesscenter.info).
- Oct. 13 ***CHANGING FACE OF OUTSOURCING.*** Event, sponsored by CzechTrade Chicago, features IT companies from the Czech Republic who are looking for global strategic partnerships with U.S. firms. Companies include: software developers; data security; CRM; voice recognition; packaged software; Internet applications. 8:30 a.m. – 2:00 p.m., IBM Chicago, 330 North Wabash Avenue, Room 1103, Chicago. Prior to Sept. 15 - \$25; thereafter - \$40. For information and registration, please call 312/644-1790 or e-mail [chicago@czechtrade.cz](mailto:chicago@czechtrade.cz).
- Oct. 13 ***UNLEASHING A NORTH AMERICAN TIGER: CANADA-US POLICY HARMONIZATION – ITS IMPLICATIONS FOR BUSINESS.*** Luncheon program sponsored by the Canadian Club of Chicago in cooperation with the World Trade Center Chicago. Presentation by **Jack Mintz**, President and CEO, C.D. Howe Institute. 11:30 a.m. – 1:30 p.m., Nick's Fishmarket & Grill, One Bank One Plaza, Chicago. Members of sponsoring organizations - \$45; Non-members - \$55. For information and registration, please call 312/750-0600 or e-mail: [canadachicago@aol.com](mailto:canadachicago@aol.com).
- Oct. 13 ***INVESTING IN GROWTH COMPANIES.*** Luncheon program sponsored by the Swiss-American Business Council. Presentation by **Harvey H. Bundy III**, Principal, William Blair & Company. 11:30 a.m. – 1:30 p.m., Smith & Wollensky, 318 N. State Street, Chicago. SABC Members - \$30; Non-members - \$35. For information and registration, please call Katharina Dunigan at 312/822-9300 or e-mail: [bgladden@sabcnow.com](mailto:bgladden@sabcnow.com).

- Oct. 13 **BRITISH CONSUL GENERAL AWARD DINNER.** Event sponsored by the British-American Chamber of Commerce for the Midwest, **Baker & McKenzie**, and **The Boeing Company**. Presentation by **Sir Phillip Thomas**, Consul-General, British Consulate, New York. **Award recipients: Dyson, Mintel International Group Ltd., and Newark InOne.** 6:30 – 9:30 p.m., InterContinental Hotel, 505 North Michigan Avenue, Chicago. BACCM Members - \$225; Non-members - \$250. For information and registration, please e-mail [cbrenkus@baccm.org](mailto:cbrenkus@baccm.org) or visit: [www.baccm.org/events/annualaward.htm](http://www.baccm.org/events/annualaward.htm).
- Oct. 14 **UNDERSTANDING EXPORT CONTROL COMPLIANCE.** Workshop sponsored by the Turkish American Chamber of Commerce. Presentation by CBC Customhouse Brokers. 6:00 p.m., 143 North Bloomingdale Road, Bloomingdale, IL. No charge; advance registration requested. For information and registration, please call 708/246-5556.
- Oct. 15 **UNDERSTANDING ACS RECONCILIATION.** Seminar sponsored by Sandler, Travis & Rosenberg, P.A. Program guides participants through the reconciliation process and reviews the reasons a company should participate in the ACS Reconciliation prototype. 9:00 a.m. – 12:30 p.m., 225 West Washington Street, Chicago. Fee: \$175. For information and registration, please call 312/641-0000 or e-mail: [gbarrientos@strtrade.com](mailto:gbarrientos@strtrade.com).
- Oct. 18 **NAFTA CERTIFICATION & RULES OF ORIGIN: LEVEL I.** Seminar sponsored by the International Trade Center at Southern Illinois University Edwardsville. Presentation by **John Kolmar**, NAFTA Opportunity Center at Bradley University. 1:00 – 5:00 p.m., Southern Illinois University Edwardsville, Morris University Center. Fee: \$60. For information and registration, please call 618/650-3851 or e-mail: [international-trade-center@siue.edu](mailto:international-trade-center@siue.edu).
- Oct. 19 **NAFTA CERTIFICATION & RULES OF ORIGIN: LEVEL II.** Seminar sponsored by the International Trade Center at Southern Illinois University Edwardsville. Presentation by **John Kolmar**, NAFTA Opportunity Center at Bradley University. 8:00 a.m. – 12:00 p.m., Southern Illinois University Edwardsville, Morris University Center. Fee: \$40. For information and registration, please call 618/650-3851 or e-mail: [international-trade-center@siue.edu](mailto:international-trade-center@siue.edu).
- Oct. 21 - **AN OUTSOURCING SYMPOSIUM: MITIGATING RISK, MAINTAINING YOUR REPUTATION.**  
 22 Event sponsored by the Institute for International Research. Keynote presentations by **Linda Tuck Chapman**, Vice President, Strategic Sourcing, Scotiabank and **Joseph Quinlan**, Chief Market Strategist, Bank of America Capital Management. Topics include: *Managing Your Corporate Reputation in Light of the Changing Outsourcing Environment*; *Transparency: Managing the Risks and Benefits to Your Firm*; *Outsourcing & Offshoring: How to Decipher Perceptions from Realities*; 8:00 a.m., The Westin Michigan Avenue, 909 North Michigan Avenue, Chicago. Fee: \$1,795 before August 20. For information and registration, please call 888/670-8200 or visit: [www.iirusa.com/outsourcing](http://www.iirusa.com/outsourcing).
- Oct. 25 - **COUNTY DOWN, NORTHERN IRELAND OUTBOUND TRADE MISSION.** Mission sponsored by  
 27 Chicago – Cook County Partners with Ireland Committee. Mission will attend the “Doing Business in Ireland Expo ‘04” and other events; one-on-one business meetings will be arranged. For information, please contact Emily Brinkmoeller at [ebrinkmoeller@wtcc.org](mailto:ebrinkmoeller@wtcc.org).
- Oct. 25 **BRIEFING ON CANADA MARKET ANALYSIS PROGRAM.** Event sponsored by the Chicago U.S. Export Assistance Center. A new initiative of the U.S. Commercial Service in Canada that will help new to exporting U.S. firms assess the potential of their products and services in the Canadian market. Presentation by Thomas Lee Boam, Minister Counselor for Commercial Affairs, U.S. Embassy, Ottawa. 2:00 p.m. No charge; space is limited. For information and registration, please contact Phyllis Bingham: [phyllis.bingham@mail.doc.gov](mailto:phyllis.bingham@mail.doc.gov).
- Oct. 27 - **CHINA BUSINESS EXPLORATORY TRIP 2004.** Designed with the small and medium sized U.S.  
 Nov. 4 company in mind, this is an excellent opportunity to learn firsthand what China offers either as a market or as a supplier. Led by a former Chinese diplomat, the trip will visit seven cities and three major trade shows. For information, please call 847/805-4617 or visit [www.chinabiz-88.com](http://www.chinabiz-88.com).

- Oct. 27 **STRATEGIC APPROACHES TO CHINA FOR U.S. SMALL & MEDIUM EXPORTERS.** Luncheon program sponsored by the: U.S. Export Assistance Center Chicago; Illinois District Export Council; International Trade Association of Greater Chicago. Keynote address by **Russ M. Miller**, Managing Director, OCCXOR Business Advisory; Chief Executive Advisor, JPI Group; Chief Advisor, Beijing Foreign Enterprise Service Group (FESCO), Beijing. Other speakers include: **Eileen Wu**, U.S. Patent & Trademark Office, Washington, D.C.; **Mei Hao**, MayGlobe Law; **William A. Spence**, Freeborn & Peters; and an SME panel addressing *Lessons Learned and Tips for Success*. 12:00 – 5:00 p.m., Rosewood Restaurant, 9421 West Higgins Road, Rosemont, IL. Fee: \$60 by Oct. 20; \$75 thereafter. For information and registration, please call Felicia Snyder at 312/353-3749; e-mail: [felicia.snyder@mail.doc.gov](mailto:felicia.snyder@mail.doc.gov); visit: [www.buyusa.gov/uppermidwest/events.html](http://www.buyusa.gov/uppermidwest/events.html).
- Oct. 28 **WAYS TO INCREASE YOUR GLOBAL PRICE COMPETITIVENESS WHEN EXPORTING: THE NAFTA, US/CHILE AND US/SINGAPORE FREE TRADE AGREEMENTS.** Program sponsored by NORBIC and the Valley Industrial Association. Presentation by **Louisa Elder**, Director, NAFTA Opportunity Center at NORBIC. 8:45 a.m. – 12:00 p.m., Valley Industrial Association, 2111 Plum Street, Suite 372, Aurora, IL. Members of sponsoring organizations - \$45; Non-members - \$55. For information and registration, please e-mail: [events@valleyindustrialassociation.org](mailto:events@valleyindustrialassociation.org).
- Oct. 28 **INTERNATIONAL BUSINESS PROFESSIONALS MEETING.** Networking meeting, sponsored by the Executive Network Group, for international business professionals seeking employment. 11:00 a.m. – 1:00 p.m., First Presbyterian Church, 1427 Chicago Avenue, Evanston, IL. ENG Members - \$5; Non-members - \$20. For information and registration, please call Mark Wineberg at 847/818-1076 or e-mail: [mwineberg1@yahoo.com](mailto:mwineberg1@yahoo.com).
- Nov. 2 **WHAT IT TAKES TO SELL TO THE WORLD.** Virtual workshop sponsored by Global TradeSource, Ltd. Presentation by **Laurel Delaney**, President, Global TradeSource, Ltd. 10:00 – 11:00 a.m. (CST). Fee: \$50/\$60. For information and registration, please call 888/989-0196 or visit: <http://www.catwalkconference.com/weblarela.html>.
- Nov. 4 **DOING BUSINESS WITH LATINOS AND LATIN AMERICA.** Program sponsored by the McHenry International Networking Group. Presentation by **Jim Perkins**, co-owner, Ulatam-Retail Solutions. 12:00 – 2:00 p.m., McHenry County College, Room A119, Crystal Lake, IL. Fee: \$35. For information and registration, please call 815/479-7737 or e-mail: [dvaldes@mchenry.edu](mailto:dvaldes@mchenry.edu).
- Nov. 4 **TO AMEND THE COURSE OF JUDICIAL REVIEW OF INTERNATIONAL TRADE CASES IN THE UNITED STATES.** Third Annual DiCarlo U.S. Court of International Trade Lecture sponsored by the John Marshall Law School Center for International Business and Trade Law. Presentation by **The Honorable Thomas J. Aquilino, Jr.**, Court of International Trade, New York. 4:30 – 5:30 p.m., Baim Courtroom, 315 South Plymouth Court, Chicago. No charge; advance registration required by COB Oct. 29. For information and registration, please call 312/987-1420 or e-mail: [events@jmls.edu](mailto:events@jmls.edu).
- Nov. 9 **LEARN FROM THE EXPERTS.** Export seminar sponsored by the Cosmopolitan Chamber of Commerce. Presentations by specialists from the U.S. Department of Commerce, Small Business Administration, and Export-Import Bank. 8:30 a.m. – 12:00 p.m., 560 West Lake Street, Chicago. For information and registration, please call Thelma Young at 312/353-5097 or e-mail: [thelma.young@mail.doc.gov](mailto:thelma.young@mail.doc.gov).
- Nov. 9 **FREE TRADE OPPORTUNITIES FOR U.S. MANUFACTURERS.** Program sponsored by the: Black Hawk College International Trade Center; Illinois Department of Commerce & Economic Opportunity; Illinois Quad City Chamber of Commerce; Kewanee Chamber of Commerce. Topics include *Classification of Goods* and *Calculating Regional Value Content*. Presentation by **John M. Kolmar**, NAFTA Opportunity Center at Bradley University. 10:00 a.m. – 2:00 p.m., Illinois Employment Training Center, 4703 16th Street, Suite G, Moline, IL. Fee: \$40. For information and registration, please call 309/764-2246 or e-mail: [madunica@bhc.edu](mailto:madunica@bhc.edu).



- Nov. 18 **IMPORTING 2004.** Seminar sponsored by Sandler, Travis & Rosenberg, P.A. Program helps current and new importers develop a thorough understanding of the major areas of concern under the Customs laws. 9:00 a.m. – 5:00 p.m., 225 West Washington Street, Chicago. Fee: \$345. For information and registration, please call 312/641-0000 or e-mail: [gbarrientos@strtrade.com](mailto:gbarrientos@strtrade.com).
- Nov. 18 **INTERNATIONAL BUSINESS PROFESSIONALS MEETING.** Networking meeting, sponsored by the Executive Network Group, for international business professionals seeking employment. 11:00 a.m. – 1:00 p.m., First Presbyterian Church, 1427 Chicago Avenue, Evanston, IL. ENG Members - \$5; Non-members - \$20. For information and registration, please call Mark Wineberg at 847/818-1076 or e-mail: [mwineberg1@yahoo.com](mailto:mwineberg1@yahoo.com).
- Nov. 19 **NAFTA QUALIFICATION, COMPLIANCE & RECORDKEEPING.** Seminar sponsored by Sandler, Travis & Rosenberg, P.A. Program helps attendees to gain a clearer understanding of NAFTA, including the critical Rules of Origin, compliance and recordkeeping requirements. 9:00 a.m. – 5:00 p.m., 225 West Washington Street, Chicago. Fee: \$345. For information and registration, please call 312/641-0000 or e-mail: [gbarrientos@strtrade.com](mailto:gbarrientos@strtrade.com).
- Dec. 9 **INTERNATIONAL BUSINESS PROFESSIONALS MEETING.** Networking meeting, sponsored by the Executive Network Group, for international business professionals seeking employment. 11:00 a.m. – 1:00 p.m., First Presbyterian Church, 1427 Chicago Avenue, Evanston, IL. ENG Members - \$5; Non-members - \$20. For information and registration, please call Mark Wineberg at 847/818-1076 or e-mail: [mwineberg1@yahoo.com](mailto:mwineberg1@yahoo.com).
- Dec. 9 **TENTH ANNUAL TRADITIONAL BRITISH CHRISTMAS GALA.** Event sponsored by the British-American Chamber of Commerce for the Midwest, American Airlines, and the International Trade Association of Greater Chicago. Featuring **Amy Dickinson**, Advice Columnist, Chicago Tribune, the **Stu Hirsh Orchestra**, a VIP speaker from American Airlines, dancing, outstanding cuisine, impressive silent and live auctions, scotch tasting, and exciting raffles. 5:30 – 10:30 p.m., Chicago Hilton & Towers, 720 North Michigan Avenue, Chicago. BACCM & ITA/GC Members - \$225; Non-members - \$250. For information and registration, please e-mail [cbrenkus@baccm.org](mailto:cbrenkus@baccm.org) or visit: [www.baccm.org/events/annualaward.htm](http://www.baccm.org/events/annualaward.htm).
- Feb. 22 - **ILLINOIS TRADE MISSION TO EXPO MANUFACTURA'2005 (MONTERREY, MEXICO).** The Illinois Trade Office of the Illinois Department of Commerce & Economic Opportunity will lead an all-Illinois mission to the leading trade show in Latin America for Manufacturing and Metal Cutting. Illinois participants in the trade mission to Expo Manufactura'2005 will receive matchmaking services and a fully-furnished trade show booth (over a \$4,500 value) for the discounted price of \$500. For information and registration, please call Mary Anne B. Rogerio at 312/814-2089 or e-mail: [maryanne\\_rogerio@commerce.state.il.us](mailto:maryanne_rogerio@commerce.state.il.us).

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## About the Sponsoring Organizations...

Founded in December 1977, **The International Trade Association of Greater Chicago (ITA/GC)** was incorporated in January 1979 as an Illinois not-for-profit, voluntary business association dedicated to furthering international trade by providing a forum for the exchange of practical information within the international business community. Annual membership dues are: Individual - \$150; Consular/Diplomatic - \$75 (up to 3 members); Academic/Faculty - \$200 (up to 8 designated faculty members); Student from a participating academic institution - \$25; Regular student - \$50; Associate/Non-resident (more than 150 miles from O'Hare International Airport) - \$50; Retired/Job Transition - \$50; Corporate (up to 8 designated members) - \$300. For a Membership Application, please call 773/725-1106 or e-mail: [info@itagc.org](mailto:info@itagc.org).

The **Illinois Trade Office (ITO) of the Illinois Department of Commerce and Economic Opportunity (DCEO)** is the State of Illinois' lead international advocate in promoting job retention and creation in Illinois.

through International Trade and Investment. The ITO motto of offering assistance to the business community by being “State Focused – Globally Connected” is accomplished through a three-tier international network consisting of: International Trade/NAFTA Opportunity Centers regionally located throughout Illinois to provide local export training; Statewide counseling and assistance provided through the ITO Chicago headquarters’ staff and foreign State of Illinois Regional Trade Offices providing in-country assistance for Illinois businesses. To contact the ITO of DCEO, please call 312/814-2828 or e- mail: [info@illinoistrade.org](mailto:info@illinoistrade.org)

The **U.S. Export Assistance Center Chicago** is part of the Commercial Service of the U.S. Department of Commerce and is committed to assisting U.S. firms in realizing their export potential. We do this by providing expert counseling and advice, information on markets abroad, international contacts and advocacy services. In Chicago and around the world, the 1,400 men and women of the Commercial Service promote and protect U.S. business interests abroad. The Export Assistance Centers throughout the United States offer a full range of export programs and services under one roof. Here in Chicago, we are co-located with the Small Business Administration and the U.S. Export-Import Bank to provide export financing assistance to companies in Illinois and throughout the Midwest, and also the U.S. AID Global Technology Network. To contact the U.S. Export Assistance Center, please call 312/353-8040.

Comprised of 28 volunteers appointed by the U.S. Secretary of Commerce, the **Illinois District Export Council** supports, assists and advises the U.S. Export Assistance Center Chicago in its mission to increase the exports of the United States. For further information, please e- mail: [info@illinoisdec.org](mailto:info@illinoisdec.org)